

ANNUAL REPORT

2017 - 2018



LearntoEarn[®]
Est 1989



A hand up not a hand out

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MANAGEMENT REPORT

The theme for the year was commitment – something that isn't the norm anymore. At its heart commitment is a willingness to give your time and energy to something that you believe in or a cause in society. It could be a promise or firm decision to do something not based on the value of your remuneration. At our annual planning session at the beginning of the year we unpacked what commitment looked like, specifically in relation to Learn to Earn and then signed a pledge of commitment. The areas covered included Faith (both Personal and General), Organisational Commitments and Ethics & Values.

During the period under review the following staff changes took place in the Learn to Earn Group: Khayelitsha Campus: Clint Pietersen (Graphic Design Trainer), Yolanda Malgas (Reception) and Tarron Williams (Student Coordinator) joined the team, while Charlotte Kuster and Lloyd Williams resigned and Leslie Grimwood retired at the end of 2017. In Zakhele Manufacturing and Design, Zodwa Ndlovu resigned. Viola Steenkamp joined the Fashion for Change team. At the Claremont Office we were joined by Melani Jackson in the accounts department, and Imile de Villiers in the Ground UP Barista Academy, he filled the position left vacant after Tim Porter resigned. Brent Goch also joined the Ground UP team as Business Manager. Robyn Anderson resigned and her position is yet to be filled.

“We celebrated two 10-year employment milestones this year - William Bent, who leads the Fashion for Change team and Mandisa Melelo who started with LtE in the Business Resource Centre and is currently the Basic Sewing trainer at LtE Khayelitsha.”

Over the year we have had visits from seven universities from the USA and Germany. Their primary focus during their visits was to see how the vision and mission of Learn to Earn plays out in an everyday context. We also had a visit from a team of Australian Headmasters looking at Social Entrepreneurship. In addition we had a number of visits from trustees and CSI teams representing various funders. Learn to Earn was the beneficiary of the Back to Church annual campaign, run by the churches of Claremont (a suburb in Cape Town). We were invited to speak at Claremont Baptist and Claremont Presbyterian. We were also the beneficiary of a three-month long fundraising initiative by the Barn Owl Farm guest cottage, near Ladismith.

Other PR opportunities included various Radio interviews, articles on a number of online platforms and the continued growth of the numerous LtE Group social media platforms.

Ground UP

In September 2017 we launched the second mobile Ground UP coffee trailer at St John's Church Wynberg (just next door to Springfield Girls Convent). In March 2018 we celebrated the opening of the third trailer, which was activated with funding received from a partnership between Rotary International, Tavistock Rotary and the Rotary Club of Wynberg. The trailer is being used for weekend-based mobile events.

In February 2018, the feel good Project (tfgP), our Social Enterprise with an exclusive partnership with JSE-listed TFG changed to become retail sector wide, now allowing us to source product as well as place graduates across all the major retail groups. The project was re-branded as Fashion for Change, and is now incorporated under Learn to Earn Development Enterprise (Pty) Ltd with the purpose of becoming more attractive to corporate partners as a result of an improved BBBEE rating for FfC (moving from the automatic Level 4 up to Level 1). In November 2017 we opened the FfC's second store next to the SARS Building in Bellville – the store has become a popular shopping destination.

Our Not-for-Profit Company, The Business Resource Centre, was closed and all assets were moved to Learn to Earn Development Enterprise's Zakhele Manufacturing & Design Division. This change will assist in sourcing new contracts and work for the Division.

Our 2017 Staff Retreat theme was Identity and took place at Schoenstatt Conference Centre, Constantia. During the four days we looked at the question 'Who are You?', and broke this down into mini-sessions and experiential learning opportunities including a visit to the Planetarium, a multi-cultural food emporium and a highly moving and emotional visit to the Slave Lodge and exhibition titled 'My naam is Februarie: Identities Rooted in Slavery.'

Learn to Earn continued with the implementation of Poverty Stoplight. "Poverty Stoplight is an approach that helps people progress out of poverty by empowering them to understand and map their own choices. It encourages households to participate and own their journeys out of poverty, and provides a clear line of sight of how to get there; at the same time allowing organisations delivering support to measure progress against their programme objectives" (as per the Poverty Stoplight website). We are excited to implement this UN endorsed programme and for the results that this too will bring to both Learn to Earn, our graduate's lives and the M&E feedback regarding our holistic human-scale development approach.

Learn to Earn's Impact

While not all individuals were equally successful at finding work after graduation from LtE, overall we were glad to once again announce a high rate of economic activity among our graduates. Out of 662 registrations, a total of 583 completed training at LtE during this period. This figure represented an 88% completion rate. 74% of our graduates were able to become economically active or are in further education as a result of LtE's training interventions. Included in this figure are 22% of LtE graduates who have started their own businesses, once again demonstrating the importance of providing budding entrepreneurs with support.

As has been the case since the inception and formalisation of LtE, we acknowledge the provision of God through all those that have supported LtE. Whether it is financial, in prayer, volunteering, sharing their wisdom or promoting our purpose we thank God for you. To the staff we thank you for your commitment to the poor and disenfranchised. Bless you all.

Roché van Wyk
Learn to Earn Director

Neil Macdonald
Trustee Chairman



STORIES

Pumela Bhunga,
LtE Basic Cashier Graduate 2017



Let me start by saying if I had not decided to come and find out what happens at Learn to Earn, today I wouldn't be where I am.

I am a very quiet person, or so I thought because when growing up I never voiced my opinion but today I speak my mind. Thank you Learn to Earn for the life skills programme where for the two months I spent with you I had to do presentations, work in groups and pray - that helped me get out of my shell and today I can speak for myself and I can openly say I am confident in my own skin.

I saw my neighbour every morning going somewhere, I asked her where she is going because I knew she is not employed, and she told me she was doing a course at Learn to Earn. That is when I decide to accompany her to find out for myself what is happening there, and to my surprise I got to speak to someone who was able to explain what happens at Learn to Earn, she gave me the intake dates and I registered right then.

One of my family members asked me why I was wasting my time studying instead of dropping a CV and looking for work. I almost felt like giving up but the atmosphere at Learn to Earn and the fact that the staff are very welcoming, accepting us the way we are and that they are always willing to help surprised me a lot, because these days people are very selfish.

On our 6th week we were sent for an internship at a Checkers store (a South African retail group). I was very impressed with the preparations and how the placement officer, life skills trainer and our course trainer took time to motivate us and talk to us on how to behave and the challenges we will face. I tell you that paid off, because all six of us from Learn to Earn were offered jobs and we started a week after our course finished!

I couldn't wait to visit my cousin wearing my uniform, I told her look at God, look at what wasting my time did for me, look at Learn to Earn's teaching. She didn't believe that just after finishing my course I was employed immediately as a Cashier at Checkers Whale Coast Mall. I don't even notice time that's how busy we are.

The most satisfying part of my job is payday! You have no idea how it feels to have been dependent on someone else for everything, I even struggled to get toiletries. Now on payday I start with spoiling myself first, as well as my mother. Now I am able to change my hairstyles (that was a dream), I have a sense of independence and am able to look after myself.

When people ask me about Learn to Earn I always tell them it's a place for those that feel helpless & hopeless – it is home."

STORIES

Bulelwa Mfontolwana,
LtE Sewing Graduate 2017



Bulelwa Mfontolwana completed the Sewing course at the Learn to Earn Hermanus Campus in 2017. She has three dependants and lives in Zwelihle, a township suburb of Hermanus.

“My Name is Bulelwa Mfontolwana. I grew up in Hermanus and my dream was to be my own boss. After passing grade 12 my parents didn't have money for me to go to university, later I got married and had 2 children. My sister and I had a business idea of an events planning and catering company, but we didn't know where to start. A member of our church told me about the courses at Learn to Earn and I decided to complete the Basic Hospitality course in 2016 and in 2017 the Sewing course.”

I enjoyed my time at Learn to Earn very much, the support we received from the staff is beyond explanation from spiritual input, social to emotional - you don't just learn the skill but you learn about life itself, how to deal with social issues, emotional situations and spiritual upliftment. Now I am able to make my customers' traditional wear, cut my own designs and have also committed myself in making clothes for my children.

While at Learn to Earn I met different people from different backgrounds. I learnt a lot from that - we have to respect one another and other people's customs and beliefs. Some of those I met at Learn to Earn have stayed friends till today.

At the moment I am working at the local Ackerman's store (a South African Retail chain) so that I can save enough money to boost my business. I also do all my church's events from decorations to catering. I have made all my décor items using the sewing skill I learnt at Learn to Earn. Being at Ackerman's also gives me a chance to see the designs that are in fashion. It also helps me be disciplined when it comes to money management because I work at the till.”

“Learn to Earn was home and the skill you learn is a bonus!”

STORIES

Berenice Solomon

LtE Bake for Profit Graduate 2017



Berenice lives in Retreat, it takes approximately one hour to travel via a minibus taxi to the LtE Khayelitsha Campus, where her training took place.

"Before I started the Bake for Profit course at Learn to Earn, I was a very negative person, and did not believe much in myself. I know that God had a plan and purpose - why I had to come to Learn to Earn. During my time on the course my trainer and class mates were very supportive and patient.

Through the life skills and bible study classes, I have learnt to share my life story, especially the things I could not talk about. The way that everybody in class could just open up and be themselves was also a nice experience. The bible study sessions were amazing, just to go deeper in God's word was so exciting.

Thank you to all the LtE staff for always encouraging us with positive words, love and patience. The biggest thanks is to God: for opening such an awesome and wonderful place. I salute all staff at Learn to Earn, I recommend them to everybody."

In December 2017, Berenice's trainer, Yolanda Hendricks chose her as the Top Student for the class. Yolanda shares the following reasons for making her choice: 'Berenice stood out for me in her class, as she was always on time for class, she was hardworking, and supported her fellow students wherever she could. She was determined to learn more! She used the skills and knowledge she received to start running a baking business successfully.'

We met with Berenice to see how she was doing after the course. Despite a few challenges she is doing well, and is specialising in making novelty cakes and assorted baked fancies.

'I will never be able to express my thankfulness, for what I have received and experienced being at Learn to Earn. The best way for me to explain is "IT WAS LIFE CHANGING". The person I was before going to Learn to Earn, and the person that I am now differ like night and day. At Learn to Earn, I received my self-worth, dignity and confidence back. Thank you Learn to Earn, you are not aware of the great impact you had on my life.'

"Most of us never knew how to earn money. Learn to Earn has taught us how to earn our own money. Learn to Earn, you have changed my life, you have shown me love and respect."

STORIES

Lungisile Sam,
LtE Basic Computers and
Basic Office Skills Graduate 2017



I am Lungisile Sam, a product of Learn to Earn, a graduate of the Basic Computer and Basic Office Skills courses. Before I started at Learn to Earn I thought it was just a school like others, you pass and leave. I was surprised that they train you in job readiness and help you look for a job. To be a student at Learn to Earn is like you are just extending your family because the trainers are parents and students are brothers and sisters.

Since graduating I have been on a learnership and internship at MMI Holdings, a South African-based financial services group listed on the South African stock exchange, the JSE. I have been working at Metropolitan (one of MMI's brands) and now that my learnership is complete I will be working as a Metropolitan Financial Advisor, I am looking forward to gaining more experience.

There are challenges, there is peer pressure but I have learnt that life is all about making the right choices. Thank you Learn to Earn for opening such opportunities for me – I hope every student will grab opportunities like these with both hands and utilise them in a positive way!

“As a young man who is facing the world with such great opportunities, I am hungry to achieve all my life goals one by one as I build my career.”

STORIES

Stanley Mwale,

Ground UP Barista Academy Graduate 2017



"I was a gardener for 2 years in Cape Town's southern suburbs, and then a housekeeper, and again a gardener for a few years. My last employers said I should do a course somewhere and I heard about Learn to Earn. I decided on the barista course and I completed it in 2017.

After the course I started looking for jobs, handing out my CV everywhere, I even walked to Sea Point. I couldn't find anything at first and then I had a few interviews. I was offered a job, but I had to decline because the traveling cost was almost as much as the daily wage. Another offer was for weekends only, which I could also not do.

Now I am working in Stellenbosch at the Sustainability Institute: I am a barista at the Green Café, and I also have other hospitality responsibilities."

"I am here because of you and I want to thank the staff of Learn to Earn for everything they have done to make this possible."

FINANCE REPORT

The purpose of the finance report is to provide an overview of how we have applied donor funds and managed our projects financially, in order to meet the group's vision of eradicating unemployment and other legacies of injustice.

Financial highlights for Learn to Earn combined (LtE, PTY and tfgP)

	Year ended 31 March 2018				Year ended 31 March 2017				Year ended 31 March 2016			
	LtE	PYT	tfgP	Group	LtE	PYT	tfgP	Group	LtE	PYT	tfgP	Group
INCOME STATEMENT												
Trading related income	1,620	1,929	1,929	19,317	1,210	1,796	16,869	19,875	871	3,273	12,566	16,710
Donation Income	10,022	598	598	10,620	7,649	-	-	7,649	8,022	-	-	8,022
Cost of sales	-	(733)	(733)	8,222	-	(978)	(8,087)	(9,065)	-	(2,073)	(6,862)	(8,935)
Net Income	11,642	1,794	1,794	21,715	8,859	818	8,782	18,459	8,893	1,200	5,704	15,797
GP%		62%	62%			46%	52%			37%	45%	
Other Income	0	186	186	425								
Direct project expenses	(6,168)	-	-	(6,168)	(6,834)	-	-	(6,834)	(8,075)	-	-	(8,075)
Operating expenses	(792)	(3,969)	(3,969)	(12,072)	(2,219)	(1,181)	(6,526)	(9,926)	(2,002)	(1,147)	(5,743)	(8,892)
Total expenses	(6,960)	(3,969)	(3,969)	(18,240)	(9,053)	(1,181)	(6,526)	(16,760)	(10,077)	(1,147)	(5,743)	(16,967)
<i>Average monthly expenses</i>	<i>(580)</i>	<i>(331)</i>	<i>(331)</i>	<i>(1,520)</i>	<i>(754)</i>	<i>(98)</i>	<i>(544)</i>	<i>(1,397)</i>	<i>(840)</i>	<i>(96)</i>	<i>(479)</i>	<i>(1,414)</i>
(Deficit)/surplus	4,682	(1,989)	1,234	3,927	(194)	(363)	2,256	1,699	(1,184)	53	(39)	(1,170)
BALANCE SHEET												
Reserves bought forward	18,806	-	5,425	24,231	19,000	(9)	3,169	22,160	20,185	(62)	3,208	23,331
Revaluation of Assets	2,400	-	-	2,400	-	-	-	-	-	-	-	-
BRC DEBT Written off YEMar2017	(761)	-	-	(761)	-	-	-	-	-	-	-	-
Reserves at the end of the year	25,127	(1,989)	6,659	29,797	18,806	(372)	5,425	23,859	19,001	(9)	3,169	22,161
Reserves comprised:												
Cash	2,372	139	3,626	6,137	733	-	3,513	4,246	144	372	2,313	2,829
Property	20,568	-	-	20,568	18,168	-	-	18,168	18,168	-	-	18,168
Other assets net of liabilities	2,187	(2,128)	3,033	3,092	(95)	(372)	1,912	1,445	689	(381)	856	1,164
Total reserves	25,127	(1,989)	6,659	29,797	18,806	(372)	5,425	23,859	19,001	(9)	3,169	22,161

With reference to the Learn to Earn Group Financial Summary in the above table, key areas to note for the 2018 Financial Year are:

- Group trading related income was R19.3 million, a decrease of 3%, or R0.6 million (2017 vs 2016: 19% or R3.1 million increase).
- Donation income increased by 31% (2017: 5% decrease).
- Total expenses increased 8.8% (2017: 1.2% decrease).

Learn to Earn ('LtE')

Learn to Earn reported deficits of R1,184K and R194K for the years ending March 2016 and March 2017 respectively. In year 2018, the organisation benefited from the reduction in salary bill (retrenchments implemented in mid-2016) and increased funding from Donors. Donations increased by 31% from

R7,649K in 2017 to R10,022K in 2018.

Total expenses decreased by 23% mainly due to restructuring which saw some of the Trust employees being moved to the PTY payroll. We also operated for the most part of the year without a Head of Training and Home Management Trainer, and for the last three months of the year without a Donor Developer and Woodwork Trainer. We ended the 2018 year with a surplus of R4,682K.

Although the Organisation has significant reserves, these are mainly tied up in property. In December 2015, liquid reserves reached critical levels, and as a result a R1 million overdraft facility was negotiated with ABSA. To date this has only been partially utilised over a few months. Currently, funding is meeting our monthly operational needs due to the favourable donor response to our fundraising initiatives.

Learn to Earn Development Enterprise (Pty) Ltd

The Business Resource Centre, a Not For Profit Company ceased to trade on 31st March 2017, the end of the financial year, due to structural changes and the repositioning of Learn to Earn as a group. All operations were transferred into the newly formed Learn to Earn Development Enterprise (Pty) Ltd, under a division of the Pty Company and is referred to as Zakhele Manufacturing and Design (ZMD) with the same purpose and function

as the original NPC. The Pty Company comprises three divisions, namely: Zakhele Manufacturing and Design (ZMD), GroundUP Business (GUB) and the Enterprise Development division (ED). These operated at a loss for the year ending March 2018, as shown on the table below. Learn to Earn Trust funded the Learn to Earn Development Enterprise (Pty) Ltd deficit.

	TOTAL	ZMD	Enterprise Development	GU Business (new)	Pty HO
Income (net of COS)	1,980	756	588	426	210
Expenses	(3,969)	(1,685)	(402)	(592)	(1,290)
Net Surplus/(deficit)	(1,989)	(929)	186	(166)	(1,080)
Opening reserves	-				
Closing reserves	(1,989)				

The feel good Project (“tfgP”) rebranded to Fashion for Change (FfC)

Towards the end of the 2018 financial year, the partnership agreement between TFG and Learn to Earn was dissolved. The project was rebranded as Fashion for Change (FFC) and is now wholly owned by LtE Trust.

Although Sales in 2018 decreased when compared with 2017, the year ended with posting a net position of R1,234K. This is 45% lower than 2017 net position of R2,256K, as we were not able to source and receive the required stock for our busiest trading period between

October and December 2017. For the first time in the project’s history, FfC looks forward to sourcing stock from a wide variety of suppliers, with a desired positive impact as it will help in increasing sales levels and hopefully translate into an improved bottom line. The Project has sufficient funds and therefore, it should be able to realise its objective of training and placing more people in employment opportunities and thus change their lives.

Conclusion and outlook

Of the three legal entities, LtE Development Enterprise (Pty) Ltd faces the biggest challenge in the year ahead as it fights to break even. The 2019 budget is break-even based and donations are expected to cover budgeted expenses. (Two of our major donors have pledged to fund the organisation R3.5million over a three year period (2018 to 2020).

Zakhele Manufacturing & Design - a division of Learn to Earn Development Enterprise (Pty) Ltd, will need to focus on

increasing its sales and market share. Fashion for Change (ex tfgP) is becoming more established as the years pass and should be able to continue as such.

The LtE Finance Department will continue to ensure that financial control and reporting structures function effectively and to provide management with input and support into planning for the future.

Molly Mapendere~ Finance Manager (dated 05 July 2018).

Please note:

The financial report incorporates the three legal entities within the Learn to Earn sphere, referred to as the “Group”, namely: Learn to Earn (LtE) our training organisation, primarily funded by donations; the Learn to Earn Development Enterprise (Pty); and the Fashion for Change (FFC) retail project. The Pty and FFC are based on a self-sustaining business model, but with a very clear primary objective of developing trainees and interns. Although legally separate, we consider the three entities collectively under the name Learn to Earn.

ANNUAL REPORT FIGURES

2017-2018 Impact Summary

Department	Registered	Completed	Percentages
LtE Training	561	497 (456 individuals)	89%
The Feel Good Project (tfgP)	74	61	82%
LtE Business Resource Centre (incl. E-Cubed)	27	25	93%
TOTAL	662	583	88%
LtE Association & External Training*	569	531	93%
FY 2017-2018	1231	1114	90%
FY 2016 - 2017	1827	1678	92%

* Included only courses via LtE ie Bake for Profit, Business Skills, Job Readiness

Economic Activity Breakdown for Learn to Earn Training

LEARN TO EARN TRAINING ECONOMICALLY ACTIVE GRADUATES 1 April 2017 – 31 March 2018								
All economically active * graduates trained in the Current Year	Entrepreneurs/ Self-Employed	Employed	Learnerships	Zakhele	tfgP	Totals	Studying further	FINAL TOTAL
	67	220	7	6	3	303	33	336
Total (2016-2017)	72	200		23	4	299	49	348

* Placed by LtE Training or found their own employment opportunities

Key Measures Summary for Learn to Earn Training 2017-2018

Khayelitsha, Hermanus & Ground Up Academy	2017-2018
Registered at LtE	561
Completed LtE training	497 (456 individuals)
% of total	89%
Economically active (Employed, Self-Employed and Learnerships)	303
Placement % of current year graduates	66%*
Graduates studying further at LtE	5
Graduates studying further (LtE course/intervention) - Graphic Design	5
Graduates studying further (own initiative) – From all Courses	23
% of total	7%*
Graduates who are economically active or training further	(336 individuals) 74%*
Unemployed	85
Graduates that cannot be contacted for follow-up (Assumed to be unemployed)	17
Basic Computer only Graduates – Increasing employability (Khayelitsha Campus only)	90
Graduates that are not seeking employment or are unemployable	18

* % calculated based on number of individuals not registrations

The Feel Good Project

Retail, Repair Centre & Warehouse	2016-2017	2017-2018
Training Completion		
Total Enrolled	74	74
Completed Training	53	61
% of total Completed	72%	82%
Placement Eligibility		
Total considered for Placement in current year	50	92
Total eligible and available for Placement	40	66
% of total Eligible & Available	80%	72%
Economic Activity		
Of those who are eligible and available:		
Placed into Employment or pursuing further study	33%	37
Placement % of current year students	83%	56%

*includes those trained in previous financial years (22 and 31 individuals respectively), but only becoming eligible for placement in the following financial year

Department Student Figures – by market related skills course

*All courses offered included LtE Life Skills

KHAYELITSHA STUDENT FIGURES 1 APRIL 2017 - 31 MARCH 2018			
Course	Registered	Completed	Drop Out
Bake for Profit	69	54	15
Basic Computers	99	95	4
Graphic Design	16	15	1
Basic Office Skills	29	25	4
Sewing	55	48	7
Sewing Production Line	19	16	3
Woodwork	22	22	0
TOTAL	309	275	34

Genevieve Kruger - Khayelitsha Branch Manager

HERMANUS STUDENT FIGURES 1 APRIL 2017 - 31 MARCH 2018			
Course	Registered	Completed	Drop Out
Basic Cashiers Skills	38	35	3
Basic Computers	94	86	8
Basic Handyman Skills - long	20	17	3
Basic Handyman skills - short	4	3	1
Basic Hospitality Skills	22	18	4
Home Management	22	17	5
Sewing	18	13	5
TOTAL	218	189	29

Monica Pike - Hermanus Branch Manager

GROUND UP BARISTA ACADEMY STUDENT FIGURES 1 APRIL 2017 - 31 MARCH 2018

Course	Registered	Completed	Drop Out
Basic Barista Skills (included 9 individuals found not yet competent)	34	33	1

Aleks Jablonska – Resource & Partnership Development

THE FEEL GOOD PROJECT FIGURES 1 APRIL 2017 - 31 MARCH 2018

Area	Registered	Completed	Drop Out
Retail Store	45	35	10
Repair Centre	13	11	2
Warehouse	16	15	1
TOTAL	74	61	13

William Bent - the Feel Good Project Manager

LEARN TO EARN ENTERPRISE ENABLING ENVIRONMENT FIGURES 1 APRIL 2017 - 31 MARCH 2018

E-Cubed	Registered	Completed	Drop Out
Registered Year of Enterprise Development Training	5	4	1

Genevieve Kruger – Khayelitsha Branch Manger



LE is “Learn to Earn”; tfgP is “Learn to Earn TFG Project”, PTY is “Learn to Earn Development Enterprise (Pty) Ltd”, BRC is Learn to Earn Business Resource Centre

PARTNERS AND DONORS

2017 - 2018

More than R100 000

Allan Gray Orbis Foundation Endowment
AVI Ltd
EJ Lombardi Trust
Eric & Sheila Samson Foundation
Grandslots
Growthpoint Properties
Mergon Foundation
Pioneer Foods
Rupert Foundation
The Intaba Trust
The Sowers Trust
United Computer Solutions (UCS Solutions)

R21 000 – R100 000

Back To Church: Claremont Churches
Connect Church
Donaldson Trust
Gray Trust
HHO Cape Town
InfoBlueprint (Pty) Ltd
Kansai Plascon
Lewis Group
National Lotteries Commission
OFyt Marketing and Communication (Pty) Ltd
PPC Cement Pty Ltd
Rhumaa Foundation
Settlers Foundation
Signet Licensing and Marketing
SRK Consulting
The David Graaff Foundation
The Human Salmon Foundation
Tip Trans Resources (Pty) Ltd
Tonnesen Trust
Transform Aid International
Uthando (Love SA)

R1000 – R20 999

Amlazi Equipment Services (Pty) Ltd
Asahi Partners Ltd
Catalina Tours
Christ Church Kenilworth
Coruscate
Decam Projects
Exim International (Pty) Ltd
Fairvest Property Holdings Ltd
Gereformeerde Kerk Stellenbos
Grapevine Interactive
Great White Shark Tours
Langebaan Country Estate
Margot Molyneux
Mathers Trust
Multibag Industries CC
North Star Asset Management
Polyoak Packaging (Pty) Ltd
Proud and Precious Pieces
SACAP
Southey Contracting
St Johns Church
StarFair 222
TSiBA Education
USS Graphics Int (Pty) Ltd

Financial donations from Individuals via:

Charities Aid Foundation Southern Africa (CAF)
Direct Debits
Learn to Earn SA NFP 501 (C)3
Learn to Earn UK Individual Donations
Local and foreign (UK, USA, Irish, Dutch)
MySchool MyVillage Rewards Programme
Stewardship Services
The Global Challenge

Non-Financial Contributions

140BBDO
Allan James Photography
Angelfood Fudgery
Barloworld -Barons Tokai
Bean There Coffee Company (Pty) Ltd
Bean There Coffee Company Cape (Pty) Ltd
Black Forest Butchery
Cape Cup
Constantia Glen
Frogfoot Networks (Pty) Ltd
Low & Schreiber
Premier (Pty) Ltd
Red Espresso Company (Pty)
Salesforce.org EMEA Limited
The Evergreen Jazz Band
TWK Communications
UrbanTonic
Woolworths Food Services
DNGPS Cape Town
Lagoona (Pty) Ltd



CONTACT DETAILS

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- **Khayelitsha Campus:**
30 Sixwayikati Street, Ilitha Park, Khayelitsha
Tel: 021 361 5972
- **Hermanus Campus:**
Cnr of Angelier & Lelie Streets, Mount Pleasant, Hermanus
Tel: 028 313 0564
- **PO Box:** 18123, Wynberg, 7824

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info@learn-to-earn.org.za

Facebook: Learn to Earn South Africa

Banking Details

Bankers: ABSA

Name: Learn to Earn

Account Number: 450 151 424

Bank Code: 631 509

Legal Status of Learn to Earn:

Learn to Earn is a NPO No: 005-073

Section 18A Tax Exemption

PBO No: 18/11/13/3455

VAT No: 4210172468

Learn to Earn Trust: IT 001352/2016 ©

Learn to Earn Development Enterprise (Pty) Ltd

An Enterprise Development company (100% Black owned and 33% Black female owned) is a level 1 BBBEE contributor.

This Empowering supplier QSE qualifies as both Enterprise and Supplier Development beneficiary.

VAT no: 4260277993

Registration no: 2016/431473/07

Overseas

Ireland Supporters

Don and Janet Casey

Tel: +353 1 282 2765

Email: bridesfield@eircom.net

Please send your donations to:

Learn to Earn c/o Don and Janet Casey

Brides Glen

Rathmichael

Co Dublin 18 Ireland

(All gifts are tax recoverable under the Gift Aid Scheme)



UK Supporters

Contact person
Susan Sochart
Email: ssochart@live.co.uk

UK Donations

Learn to Earn uses Stewardship Service to process our donations in the UK.
When donating please indicate clearly that your gift is for Learn to Earn
- ref no 2003 6471.

All gifts of £30 or more are tax recoverable under the Gift Aid Scheme.
You will need to register with Stewardship before using this giving method for the first
time (www.stewardship.org.uk).

American Supporters

Learn to Earn South Africa USA office
Learn to Earn South Africa is a registered 501(C) organisation
Tel: +1 (312) 642 7515
Email: baotto@att.net
Federal tax I.D. number: 26-4700381
C/o Dr Bruce Otto
1519 N Mohawk Street, Unit #200, Chicago, Illinois, IL 60610



